

HEARING
INDUSTRIES
ASSOCIATION

1800 M Street, NW
Washington, DC
20036

202 833-1411

HIA

FEBRUARY 17, 1981

PARTICIPANTS

HIA STATISTICAL REPORTING SYSTEM

GENTLEMEN:

IMPORTANT !

A MAJOR ERROR HAS JUST BEEN DISCOVERED IN THE 1980 HIA STATISTICAL REPORTS, WHICH INVALIDATE THE PUBLISHED REPORTS FOR THE 2ND, 3RD AND 4TH QUARTERS OF 1980.

THE CAUSE OF THE ERROR IS THAT A REPORTING FIRM HAS BEEN CUMULATING ITS STATISTICS RATHER THAN REPORTING ONLY FOR AN INDIVIDUAL QUARTER. REVISED REPORTS FOR THE 2ND, 3RD AND 4TH QUARTERS OF 1980 ARE BEING PREPARED AND WILL BE DISTRIBUTED TO ALL PARTICIPANTS PRIOR TO THE END OF THIS WEEK. FOR YOUR INFORMATION, THE FOLLOWING REVISED TOTALS ARE AVAILABLE AT THIS TIME:

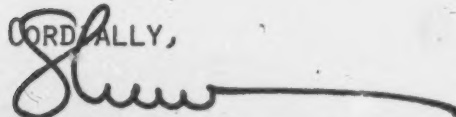
	<u>REPORTED</u>	<u>ACTUAL</u>
TOTAL 1980 DOMESTIC SUB-TOTAL	736,038	664,915
GRAND TOTAL 1980	816,127	736,642
4TH QUARTER GRAND TOTAL	237,452	195,891

(TYPE AND ORIGIN)

REGRETTABLY, THIS ERROR COULD NOT BE DISCERNED BY THE STAFF USING THE CURRENT "CROSS-CHECKS" IN PLACE IN COM-
PILING THE QUARTERLY REPORTS. I AM REVIEWING THE ENTIRE
REPORTING SYSTEM AND WILL ATTEMPT TO INITIATE REVISIONS
WHICH WILL PREVENT THIS TYPE OF ERROR FROM RECURRING.

PLEASE CALL IF YOU HAVE QUESTIONS.

CORDIALLY,



SHELDON J. HAUCK
EXECUTIVE DIRECTOR

T-X

PRESIDENT
William F. Austin
Starkey Laboratories, Inc.
VICE PRESIDENT
Edward J. O'Gara
Telex Communications, Inc.

SECRETARY
Marjorie D. Skafte
Hearing Instruments
TREASURER
Milton Bolstein
Hearing Aid Journal

EXECUTIVE DIRECTOR
Sheldon J. Hauck

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John J. Zet (1983)
Beltrone Electronics Corp.

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CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		(Revised 2/20/81) 1980		1981		1982	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97				
Alaska	514	.10	379	.07	578	.09				
Arizona	8,254	1.57	10,081	1.74	9,712	1.46				
Arkansas	3,873	.74	4,278	.74	5,058	.76				
California	70,462	13.44	77,939	13.42	86,108	12.95				
Colorado	6,553	1.25	7,623	1.31	10,196	1.53				
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13				
Delaware	1,213	.21	1,289	.22	1,308	.20				
Wash. D.C.	2,073	.40	2,032	.35	1,847	.28				
Florida	28,390	5.41	32,362	5.57	40,716	6.12				
Georgia	8,079	1.54	8,598	1.48	9,626	1.45				
Hawaii	1,104	.21	1,469	.25	1,450	.22				
Idaho	2,829	.54	3,630	.63	4,001	.60				
Illinois	24,728	4.71	23,813	4.10	28,519	4.29				
Indiana	12,687	2.42	13,449	2.32	15,085	2.27				
Iowa	8,540	1.63	8,721	1.50	10,845	1.63				
Kansas	5,493	1.05	6,009	1.03	6,708	1.01				
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24				
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20				
Maine	2,562	.49	3,083	.53	3,990	.60				
Maryland	7,249	1.38	7,630	1.31	8,445	1.27				
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81				
Michigan	23,517	4.48	21,741	3.74	26,092	3.92				
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75				
Mississippi	2,713	.52	3,624	.62	3,890	.59				
Missouri	12,865	2.45	13,126	2.26	16,436	2.47				
Montana	1,767	.34	2,363	.41	3,340	.50				
Nebraska	4,295	.82	4,762	.82	5,940	.89				
Nevada	1,625	.31	1,703	.29	1,966	.30				
Sub Total	291,129	55.49	321,961	55.44	369,031	55.50				

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		(Revised 2/20/81) 1980		1981		1982	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39				
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13				
New Mexico	2,238	.43	2,315	.40	2,902	.44				
New York	31,504	6.01	33,297	5.73	36,938	5.55				
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31				
North Dakota	2,032	.39	2,549	.44	3,140	.47				
Ohio	20,565	3.92	22,172	3.82	24,285	3.65				
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23				
Oregon	12,948	2.47	13,101	2.26	15,604	2.35				
Pennsylvania	26,741	5.10	31,345	5.40	39,693	5.97				
Rhode Island	2,875	.55	3,006	.52	2,990	.45				
South Carolina	3,313	.63	3,841	.66	4,410	.66				
South Dakota	2,131	.41	2,479	.43	2,395	.36				
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27				
Texas	28,066	5.35	30,433	5.24	38,457	5.78				
Utah	3,457	.66	4,713	.81	4,947	.74				
Vermont	1,373	.26	1,908	.33	3,894	.59				
Virginia	7,116	1.36	8,381	1.44	9,679	1.46				
Washington	11,555	2.20	12,312	2.12	15,300	2.30				
West Virginia	4,296	.82	5,083	.88	5,698	.86				
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05				
Wyoming	906	.17	1,101	.19	1,057	.16				
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33				
Domestic Subtotal	524,559	100%	580,721	100%	664,915	100%				
Canada	24,756		24,580		35,706					
Other Exp. from U.S.	34,678		34,097		29,903					
Miscellaneous	1,120		852		6,118					
GRAND TOTAL	585,113		640,250		736,642					

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS		B.T.E.		I.T.E.		CONV.		TOTALS		GT
		D	F	D	F	D	F	D	F	D	F	
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,834	126,132	42,690	168,822
	4	10,355	977	62,814	38,144	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS		B.T.E.		I.T.E.				CONV.		TOTALS		
		<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>GT</u>
						<u>Modular</u>	<u>Custom</u>	<u>Modular</u>	<u>Custom</u>					
(Revised 2/20/81)	1980 1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	63,546	34,574	6,514	56,748	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1													
	2													
	3													
	4													

D = Domestic Manufactured
F = Foreign Manufactured

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid instruments with dollar value

1978 - 239,221 units - - - \$15,140,889.
1979 - 240,374 units - - - \$16,803,453.
1980 - 219,930 units - - - \$15,354,357 (thru November, 1980)
1981 -
1982 -

2. Hearing aid parts (dollar value only)

1978 - \$1,651,106
1979 - \$1,725,803
1980 - \$2,309,369 (thru November, 1980)
1981 -
1982 -

B. Veterans Administration

Hearing aid instruments issued to clinics of the
VA by the Federal Prosthetics Distribution Center
(By fiscal year, i.e., FY 1978 was 10/01/77 thru
09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 -
1982 -

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MISCELLANEOUS DATA (CONTINUED)

C. CROSS - BICROS By Type (Participants)

Type:	DOMESTIC MFG.		FOREIGN MFG.		TOTALS	
	<u>CROS</u>	<u>BICROS</u>	<u>CROS</u>	<u>BICROS</u>	<u>CROS</u>	<u>BICROS</u>
1979 - Eyeglass:	4,468	3,767	441	252	4,909	4,019
Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
In Ear:	<u>124</u>	<u>297</u>	<u>-0-</u>	<u>-0-</u>	<u>124</u>	<u>297</u>
Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 - Eyeglass:	3,295	3,048	414	350	3,709	3,398
Behind Ear:	4,357	6,047	999	794	5,356	6,841
In Ear:	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>
(Revised 2/20/81) Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 - Eyeglass:						
Behind Ear:						
In Ear:						
Totals:						
1982 - Eyeglass:						
Behind Ear:						
In Ear:						
Totals:						

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CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981 Jan.-Mar.		1982	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97	1,612	.91		
Alaska	514	.10	379	.07	578	.09	149	.08		
Arizona	8,254	1.57	10,081	1.74	9,712	1.46	3,439	1.94		
Arkansas	3,873	.74	4,278	.74	5,058	.76	1,311	.74		
California	70,462	13.44	77,939	13.42	86,108	12.95	22,610	12.74		
Colorado	6,553	1.25	7,623	1.31	10,196	1.53	3,431	1.93		
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13	1,674	.94		
Delaware	1,213	.21	1,289	.22	1,308	.20	321	.18		
Wash. D.C.	2,073	.40	2,082	.35	1,847	.28	556	.31		
Florida	28,390	5.41	32,362	5.57	40,716	6.12	12,760	7.19		
Georgia	8,079	1.54	8,598	1.48	9,626	1.45	2,489	1.40		
Hawaii	1,104	.21	1,469	.25	1,450	.22	406	.23		
Idaho	2,829	.54	3,630	.63	4,001	.60	1,118	.63		
Illinois	24,728	4.71	23,813	4.10	28,519	4.29	7,246	4.08		
Indiana	12,687	2.42	13,449	2.32	15,085	2.27	4,120	2.32		
Iowa	8,540	1.63	8,721	1.40	10,845	1.63	3,232	1.82		
Kansas	5,493	1.05	6,009	1.03	6,708	1.01	1,938	1.09		
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24	1,969	1.11		
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20	1,906	1.08		
Maine	2,562	.49	3,083	.53	3,990	.60	776	.44		
Maryland	7,249	1.38	7,630	1.31	8,445	1.27	2,330	1.31		
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81	7,155	4.03		
Michigan	23,517	4.48	21,741	3.74	26,092	3.92	6,901	3.89		
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75	3,016	1.70		
Mississippi	2,713	.52	3,624	.62	3,890	.59	838	.47		
Missouri	12,865	2.45	13,126	2.26	16,436	2.47	4,265	2.40		
Montana	1,767	.34	2,363	.41	3,340	.50	1,126	.64		
Nebraska	4,295	.82	4,762	.82	5,940	.89	1,924	1.09		
Nevada	1,625	.31	1,703	.29	1,966	.30	486	.27		
Sub Total	291,129	55.49	321,961	55.44	369,031	55.50	101,104	56.96		

CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981 Jan.-Mar.		1982	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39	526	.30		
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13	3,127	1.76		
New Mexico	2,238	.43	2,315	.40	2,902	.44	850	.48		
New York	31,504	6.01	33,297	5.73	36,938	5.55	8,692	4.90		
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31	1,880	1.06		
North Dakota	2,032	.39	2,549	.44	3,140	.47	648	.36		
Ohio	20,565	3.92	22,172	3.82	24,285	3.65	5,635	3.17		
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23	2,450	1.38		
Oregon	12,948	2.47	13,101	2.26	15,604	2.35	4,418	2.49		
Pennsylvania	26,741	5.10	31,345	5.40	39,693	5.97	10,804	6.09		
Rhode Island	2,875	.55	3,006	.52	2,990	.45	740	.42		
South Carolina	3,313	.63	3,841	.66	4,410	.66	1,064	.60		
South Dakota	2,131	.41	2,479	.43	2,395	.36	685	.38		
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27	2,267	1.28		
Texas	28,066	5.35	30,433	5.24	38,457	5.78	9,917	5.59		
Utah	3,457	.66	4,713	.81	4,947	.74	1,506	.85		
Vermont	1,373	.26	1,908	.33	3,894	.59	849	.48		
Virginia	7,116	1.36	8,381	1.44	9,679	1.46	2,190	1.23		
Washington	11,555	2.20	12,312	2.12	15,300	2.30	4,172	2.35		
West Virginia	4,296	.82	5,083	.88	5,698	.86	1,670	.94		
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05	3,438	1.94		
Wyoming	906	.17	1,101	.19	1,057	.16	202	.11		
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33	8,672	4.88		
Domestic Subtotal	524,559	100%	580,721	100%	664,915	100%	177,506	100%		
Canada	24,756		24,580		35,706		7,098			
Other Exp. from U.S.	34,678		34,097		29,903		6,820			
Miscellaneous	1,120		852		6,118		633			
GRAND TOTAL	585,113		640,250		736,642		192,057			

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS		B.T.E.		I.T.E.		CONV.		TOTALS		GT
		D	F	D	F	D	F	D	F	D	F	
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,834	126,132	42,690	168,822
	4	10,355	977	62,814	38,144	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS		B.T.E.		I.T.E.				CONV.		TOTALS		
		<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>D</u>	<u>F</u>	<u>GT</u>
						Modular	Custom	Modular	Custom					
1980	1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	63,546	34,574	6,514	56,748	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1	8,160	633	70,738	38,962	3,615	64,891	447	195	2,262	2,154	149,666	42,391	192,057
	2													
	3													
	4													

D = Domestic Manufactured
F = Foreign Manufactured

M I S C E L L A N E O U S D A T A

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value

1978 - 239,221 units - - - - \$15,140,889.
1979 - 240,374 units - - - - \$16,803,453.
1980 - 247,756 units - - - - \$17,578,480.
1981 -
1982 -

2. Hearing Aid Parts (dollar value only)

1978 - \$1,651,106
1979 - \$1,725,803
1980 - \$2,495,311
1981 -
1982 -

B. Veterans Administration

Hearing aid instruments issued to clinics of the
VA by the Federal Prosthetics Distribution Center
(By fiscal year, i.e., FY 1978 was 10/01/77 thru
09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 -
1982 -

7

MISCELLANEOUS DATA (CONTINUED)

C. CROSS - BICROS By Type (Participants)

<u>Type:</u>	<u>DOMESTIC MFG.</u>		<u>FOREIGN MFG.</u>		<u>TOTALS</u>	
	<u>CROS</u>	<u>BICROS</u>	<u>CROS</u>	<u>BICROS</u>	<u>CROS</u>	<u>BICROS</u>
1979 - Eyeglass:	4,468	3,767	441	252	4,909	4,019
Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
In Ear:	124	297	-0-	-0-	124	297
Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 - Eyeglass:	3,295	3,048	414	350	3,709	3,398
Behind Ear:	4,357	6,047	999	794	5,356	6,841
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 - Eyeglass:						
Behind Ear:						
In Ear:						
Totals:						
1982 - Eyeglass:						
Behind Ear:						
In Ear:						
Totals:						

MISCELLANEOUS DATA (CONTINUED)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981 <u>Jan. - Mar.</u>	1982
a. Maskers:	151	
b. Masker Aids:	160	

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981 <u>Jan. - Mar.</u>	1982
Europe:	1,263	
Middle East:	53	
Africa:	64	
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	581	
Japan:	1,148	
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	1,024	

YEAR 1/4

1978

1

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1982

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CODES

X= MEMBER

I=NON-MEMBER

2=ESTIMATED

3=NO INPUT

*=Merged w/other reporting member

CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981 Jan.-Jun.		1982	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97	3,315	.88		
Alaska	514	.10	379	.07	578	.09	336	.09		
Arizona	8,254	1.57	10,081	1.74	9,712	1.46	6,037	1.59		
Arkansas	3,873	.74	4,278	.74	5,058	.76	2,690	.71		
California	70,462	13.44	77,939	13.42	86,108	12.95	45,495	12.01		
Colorado	6,553	1.25	7,623	1.31	10,196	1.53	7,189	1.90		
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13	3,508	.93		
Delaware	1,213	.21	1,289	.22	1,308	.20	661	.17		
Wash. D.C.	2,073	.40	2,032	.35	1,847	.28	1,082	.29		
Florida	28,390	5.41	32,362	5.57	40,716	6.12	24,364	6.43		
Georgia	8,079	1.54	8,598	1.48	9,626	1.45	5,124	1.35		
Hawaii	1,104	.21	1,469	.25	1,450	.22	786	.21		
Idaho	2,829	.54	3,630	.63	4,001	.60	2,397	.63		
Illinois	24,728	4.71	23,813	4.10	28,519	4.29	16,394	4.33		
Indiana	12,687	2.42	13,449	2.32	15,085	2.27	8,520	2.25		
Iowa	8,540	1.63	8,721	1.50	10,845	1.63	6,508	1.72		
Kansas	5,493	1.05	6,009	1.03	6,708	1.01	4,139	1.09		
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24	4,127	1.09		
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20	4,318	1.14		
Maine	2,562	.49	3,083	.53	3,990	.60	1,731	.46		
Maryland	7,249	1.38	7,630	1.31	8,445	1.27	4,922	1.30		
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81	14,842	3.92		
Michigan	23,517	4.48	21,741	3.74	26,092	3.92	15,457	4.09		
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75	6,660	1.76		
Mississippi	2,713	.52	3,624	.62	3,890	.59	1,904	.50		
Missouri	12,865	2.45	13,126	2.26	16,436	2.47	8,996	2.37		
Montana	1,767	.34	2,363	.41	3,340	.50	2,188	.58		
Nebraska	4,295	.82	4,762	.82	5,940	.89	4,178	1.10		
Nevada	1,625	.31	1,703	.29	1,966	.30	1,060	.28		
Sub Total	291,129	55.49	321,961	55.44	369,031	55.50	208,928	55.17		

CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981 Jan.-Jun.		1982	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39	1,179	.31		
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13	6,610	1.74		
New Mexico	2,238	.43	2,315	.40	2,902	.44	1,584	.42		
New York	31,504	6.01	33,297	5.73	36,938	5.55	19,101	5.04		
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31	4,346	1.15		
North Dakota	2,032	.39	2,549	.44	3,140	.47	1,694	.45		
Ohio	20,565	3.92	22,172	3.82	24,285	3.65	12,366	3.27		
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23	4,981	1.32		
Oregon	12,948	2.47	13,101	2.26	15,604	2.35	9,361	2.47		
Pennsylvania	26,741	5.10	31,345	5.40	39,693	5.97	22,265	5.88		
Rhode Island	2,875	.55	3,006	.52	2,990	.45	1,590	.42		
South Carolina	3,313	.63	3,841	.66	4,410	.66	2,223	.59		
South Dakota	2,131	.41	2,479	.43	2,395	.36	1,511	.40		
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27	5,123	1.35		
Texas	28,066	5.35	30,433	5.24	38,457	5.78	21,259	5.61		
Utah	3,457	.66	4,713	.81	4,947	.74	3,230	.85		
Vermont	1,373	.26	1,908	.33	3,894	.59	2,146	.57		
Virginia	7,116	1.36	8,381	1.44	9,679	1.46	4,782	1.26		
Washington	11,555	2.20	12,312	2.12	15,300	2.30	8,668	2.29		
West Virginia	4,296	.82	5,083	.88	5,698	.86	3,339	.88		
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05	7,348	1.94		
Wyoming	906	.17	1,101	.19	1,057	.16	486	.13		
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33	24,572	6.49		
Domestic Subtotal	524,559	100%	580,721	100%	664,915	100%	378,692	100%		
Canada	24,756		24,580		35,706		16,264			
Other Exp. from U.S.	34,678		34,097		29,905		15,125			
Miscellaneous	1,120		852		6,118		960			
GRAND TOTAL	585,113		640,250		736,642		411,041			

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS		B.T.E.		I.T.E.		CONV.		TOTALS		GT
		D	F	D	F	D	F	D	F	D	F	
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,834	126,132	42,690	168,822
	4	10,355	977	62,814	38,144	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS		B.T.E.		I.T.E.				CONV.		TOTALS		GT
		D	F	D	F	Modular	Custom	Modular	Custom	D	F	D	F	
1980	1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	63,546	34,574	6,514	56,748	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1	8,160	633	70,738	38,962	3,615	64,891	447	195	2,262	2,154	149,666	42,391	192,057
	2	9,059	734	80,860	46,455	3,401	73,540	590	1,500	1,754	1,091	168,614	50,370	218,984
	3													
	4													

D = Domestic Manufactured
F = Foreign Manufactured

M I S C E L L A N E O U S D A T A

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value

1978 - 239,221 units - - - - \$15,140,889.
1979 - 240,374 units - - - - \$16,803,453.
1980 - 247,756 units - - - - \$17,578,480.
1981 -
1982 -

2. Hearing Aid Parts (dollar value only)

1978 - \$1,651,106
1979 - \$1,725,803
1980 - \$2,495,311
1981 -
1982 -

B. Veterans Administration

Hearing aid instruments issued to clinics of the
VA by the Federal Prosthetics Distribution Center
(By fiscal year, i.e., FY 1978 was 10/01/77 thru
09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 -
1982 -

MISCELLANEOUS DATA (CONTINUED)

C. CROSS - BICROS By Type (Participants)

<u>Type:</u>	<u>DOMESTIC MFG.</u>		<u>FOREIGN MFG.</u>		<u>TOTALS</u>	
	<u>CROS</u>	<u>BICROS</u>	<u>CROS</u>	<u>BICROS</u>	<u>CROS</u>	<u>BICROS</u>
1979 - Eyeglass:	4,468	3,767	441	252	4,909	4,019
Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
In Ear:	<u>124</u>	<u>297</u>	<u>-0-</u>	<u>-0-</u>	<u>124</u>	<u>297</u>
Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 - Eyeglass:	3,295	3,048	414	350	3,709	3,398
Behind Ear:	4,357	6,047	999	794	5,356	6,841
In Ear:	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>
Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 - Eyeglass:						
Behind Ear:						
In Ear:						
Totals:						
1982 - Eyeglass:						
Behind Ear:						
In Ear:						
Totals:						

MISCELLANEOUS DATA (CONTINUED)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981 <u>Jan. - Jun.</u>	1982
a. Maskers:	209	
b. Masker Aids:	219	

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981 <u>Jan. - Jun.</u>	1982
Europe:	2,422	
Middle East:	248	
Africa:	139	
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	1,548	
Japan:	2,248	
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	1,417	
Unallocated by the reporting companies:	<u>7,103</u>	
TOTAL:	15,125	